

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

March 20, 1998

RJR Account #081120  
Mr. C. Polino  
BUFFALO TOBACCO

**SALEM TEAR TAPE PROMOTION #800438: JUNE (#806)**

Dear Coz:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per **6M** promoted case shipped to retail on a timely basis. This equates to **\$19.00 (4 (6M) case(s) @ \$4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

<b>PARTNERS 'BONUS' REPORTING DESCRIPTION</b>
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<b>'SAL 98 .30/1 PK'</b>
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As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: K. Jurgensen  
Enc. Retail Customer List

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-JUNE.DOC

51845 6373

**JUNE DELIVERY**  
**SALEM TEAR TAPE**  
BUFFALO TOBACCO

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	<i>Full Flavor</i>	<u>1</u>
12300-24195	<i>Full Flavor 100</i>	<u>1</u>
12300-24196	<i>Light</i>	<u>1</u>
12300-24197	<i>Light 100</i>	<u>1</u>

**\*\*\*UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM MAY PRODUCT  
DISTRIBUTION TO MEET JUNE DISTRIBUTION AS NEEDED\*\*\***

Product / Premium Arrival: May 26, 1998  
Ship Date to Retail: Week of: June 8, 1998  
EFT \$ Amount: \$1,240.68

**JUNE Drive Period 806 / Promotion #800438**

**PROMOTION DESCRIPTION:**

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER  
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

**RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY  
WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION**

**JUNE DELIVERY**

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WHOLESALE : 081120 BUFFALO TOBACCO PRODUCTS <DIRECT>  
 TEMPLATE : 800438 80600 SAL 98 .30/1 NO  
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162601		259488	BUFFALO TOBACCO PRD	202-208 RHODE ISL	BUFFALO	NY	14213	1	1	1	1	4		
162601	162629	396739	PAY'S LEADER DRUG	801 TONAWANDA ST	BUFFALO	NY	14207	2	2	2	2	8		
162601	162629	397510	LAUTNER'S CORNER	431 TERRACE BLVD	DEPEW	NY	14043	1	1	1	1	4		
162601	162623	554322	BOLLERS CAR WASH	5029 CLINTON ST	WEST SENECA	NY	14224	1	1	1	1	4		
162601		601195	ONE STOP PARTY STOR	224 VIRGINIA ST	BUFFALO	NY	14201	1	1	1	1	4		
162601	162626	660889	FOOD PLUS II	317 ENSMINGER RD	TONAWANDA	NY	14150	1				1		
162601	162626	667214	NFT MOBIL	8721 NIAGARA FALL	NIAGARA FAL	NY	14304	1	1	1	1	4		
162601		716625	A-PLUS MINI MARKET	1390 DELAWARE AVE	BUFFALO	NY	14209	1	1	1	1	4	0362-0102	
162601	162626	752642	RAINTREE CONVENIENC	2960 COLVIN BLVD	TONAWANDA	NY	14150	1	1	1	1	4		
162601	162625	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	14213	1	1	1	1	4		
162601	162629	783573	THE CORNER STORE	2815 DELAWARE AVE	KENMORE	NY	14217	1	1	1	1	4		
162602	162622	323511	GAS-RITE, INC.	11665 BROADWAY ST	ALDEN	NY	14004	1	1	1	1	4		
162602	162629	396778	TILE DRUG	1031 CLEVELAND DR	CHEEKTOWAGA	NY	14225	1	1	1	1	4		
162602	162622	397930	CORNER STORE	155 LAKE AVE	LANCASTER	NY	14086	1	1	1	1	4		
162602	162629	665636	MICHAEL'S SUNOCO	3705 HARLEM RD	BUFFALO	NY	14215	1	1	1	1	4		
162602	162625	691459	A-PLUS MINI	460 ELMWOOD AVE	BUFFALO	NY	14222	1	1	1	1	4	0362-0102	
162602	162629	765426	MAYBACKS FOOD SHOP	3035 GENESEE ST	CHEEKTOWAGA	NY	14225	1	1	1	1	4		
162603	162625	397014	CORNER STORE	2050 CLINTON ST	BUFFALO	NY	14206	2	2	2	2	8		
162603	162625	483559	GANCI'S EXPRESS MAR	1241 E LOVEJOY ST	BUFFALO	NY	14206	2	2	2	2	8		
162603	162625	506533	CENTER RD. SUPER	1207 CENTER RD	WEST SENECA	NY	14224	1	1	1	1	4		
162603	162225	764902	SINCLAIR DRUG	75 MAIN ST	WARSAW	NY	14569	3	3	3	3	12		

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TEMPLATE TOTAL ACCOUNTS 21 TOTAL QUANTITY 26 25 25 25 101

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